

June 25, 1965

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Dear Dick:

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The last time [redacted] was in California, I think it was about a month ago, we had a conversation regarding the length of time it takes your organization to pay our invoices. (Generally, it is from 45 to 60 days, and apparently the problem is not unique to us.) At any rate, slow payment creates a burdensome problem for us: we must borrow from the bank to make our payroll, pay the bank seven percent interest on the money, yet our yearly net profit on government contracts has never exceeded three and one-half percent. As a result, it costs us money to do business with the Government if the payment of our invoices is as slow as it has been in the past with your organization.

Bill told me that instead of just talking in generalities about the problem, we should provide our technical contract monitor with detailed information. So that's the purpose of this letter.

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There are two invoices currently outstanding on contract [redacted]



The only evidence we have regarding them is that they were mailed from Los Angeles to Mountain View, California, and arrived there on 2 June 1965. If you can do anything to speed up payment, I would much appreciate it. In any event, I'll let you know when these two invoices are paid.

Thanks much.

Best regards,


[Redacted signature box]

Executive Vice-President

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DNB:dmd